

Message Text

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PAGE 01 SANA 02944 221900Z

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 CAB-05 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /033 W

----- 088376

R 221040Z OCT 75

FM AMEMBASSY SANA

TO SECSTATE WASHDC 6587

UNCLAS SANA 2944

EO 11652: N/A

TAGS: EAIR, YE

SUBJECT: WORLD AIRWAYS

REF: SANA 2647

1. SUMMARY: WORLD AIRWAYS TEAM VISITING YEMEN HAS MADE VERY LITTLE PROGRESS IN ADVANCING ITS VARIOUS CONTRACT AIMS HERE.

2. WORLD AIRWAYS TEAM CONSISTING OF SR. VICE PRESIDENT CHUCK PATTERSON, EUROPEAN MANAGER, TOM HUGHES, AND MIDDLE EAST REP. NADIM ZARU VISITED YEMEN OCT 20-21 TO DISCUSS CONTRACT PROPOSALS PREPARED EARLIER FOR A) OVERALL MANAGEMENT AND DEVELOPMENT CONTRACT FOR YEMEN AIRLINES; B) PILOT TRAINING C) WETLEASE REPLACEMENT FOR 737 WHICH AIR BRITANNIA NOW SUPPLIES. TEAM ALSO SOUGHT TO FOLLOW-UP ON WORLD UNDERGRADUATE SCHOLARSHIP OFFER FOR YEMENI STUDENTS IN SANTA CLARA UNIVERSITY IN CALIFORNIA. TEAM HAD EARLIER SENT PROPOSALS BY COURIER TO CONCERNED YEMEN OFFICIALS FOR STUDY BUT THE PROCESS WAS NOT FAR ADVANCED WHEN TEAM ARRIVED AND THEY WERE ABLE TO DO LITTLE MORE THAN REVIEW AND OUTLINE THEIR PROPOSALS.

3. WORLD OFFICIALS HAVE STILL NOT TALKED TO SAUDIS AND WHILE HERE THEY FAILED TO LEARN ANY MORE ABOUT HOW WORLD MANAGEMENT AND DEVELOPMENT CONTRACT MIGHT FIT INTO FRAMEWORK OF PROPOSED \$60 MILLION SAUDI-YEMENI JOINT VENTURE FOR AIRLINES. THEY WERE TOLD HERE ONLY THAT SAUDIS NOW HAVE SOME INCOMPLETE PLANS FOR THIS VENTURE. TEAM CLAIMED NOT RPT NOT UNCLASSIFIED

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PAGE 02 SANA 02944 221900Z

TO KNOW THAT ABDALLAH AL-ASNAJ HAD SENT WORD (SEE SANA

REFTEL) THAT THEY SHOULD TOUCH BASE WITH SAUDI ARABIA BEFORE PREPARING THEIR MANAGEMENT PROPOSALS. (THIS CONFUSING SINCE ED DALY DEFINITELY KNOW.) TEAM THEREFORE PROCEEDED DOWN TRACK WHICH JEGHMAN PREFERS OF DEVELOPING PROPOSAL IN CONSULTATION WITH YEMENIS BEFORE BROACHING THE SUBJECT TO THE SAUDIS. TEAM NOW LOOKING WAYS CONTACT ASNAJ DIRECTLY AFTER HIS RETURN TO YEMEN AND IS WILLING SEND MISSION BACK TO SANA. TEAM ALSO SEEKING TO FIND OUT WHOM TO CONTACT IN JIDDA.

4. EMBASSY REITERATED THAT ASNAJ NOT JEGHMAN WILL MAKE ANY YARG DECISION FORM AND SUBSTANCE OF JOINT VENTURE.

5. HOWEVER UNCLEAR THE STATUS OF OVERALL MANAGEMENT CONTRAVS, TEAM FEELS IT HAS GOOD SHOT WXISGETTING CONTRACT OF WET LEASE OF 727-200 TO REPLACE 737 NOW WET LEASED FROM AIR BRITANNIA.

6. TEAM HAS AGREED TO SEND A PILOT INSTRUCTOR TO SANA TO PREQUALIFY YEMENIS FOR TRAINING WORLD HAS OFFERED IN US TO UPGRADE THEM FROM PISTON ENGINES TO JET PILOTS.

7. TEAM TURNED OVER CATALOGS, APPLICATION FORMS AND OTHER INFO TO YEMENIS FOR UNDERGRADUATE SCHOLARSHIPS WORLD WILL FINANCE FOR 2 YEMENI MEN AND 2 WOMEN IN SANTA CLARA UNIVERSITY IN CALIFORNIA. TEAM NOW AIMING IN MATRICULATION FIRST STUDENTS IN FALL OF 1976.

8. COMMENT: TRIP MAY HAVE SERVED TO REASSURE YEMENIS OF WORLD INTEREST IN CONTRACTS HERE BUT TEAM LEARNED SCARELY NOTHING NOT KNOWN BEFORE ITS ARRIVAL. WITHOUT TALKING TO ASNAJ IT CANNOT DETERMINE IF GOVT HERE STILL SPLIT CONCERNING WAYS TO DEVELOP CONTRACT AND THEY STILL HAVE NO IDEA OF HOW SAUDIS INTEND TO SPEND \$60 MILLION PROMISED FOR THE JOINT VENTURE AIRLINES.
SCOTES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, PILOT TRAINING, VISITS, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975SANA02944
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750367-0137
From: SANA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751028/aaaaazao.tel
Line Count: 95
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 SANA 2647
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 27 OCT 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 OCT 2003 by MaustMC>; APPROVED <04 FEB 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WORLD AIRWAYS
TAGS: EAIR, YE, WORLD AIRWAYS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006